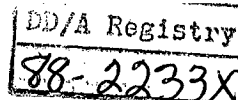


Central Intelligence Agency



Washington, D.C. 20505



20 OCT 1988

Danyl Corporation  
1509 Glen Avenue  
Moorestown, New Jersey 08057-1103

Attention: Ms. Megan O'Shea

Dear Ms. O'Shea:

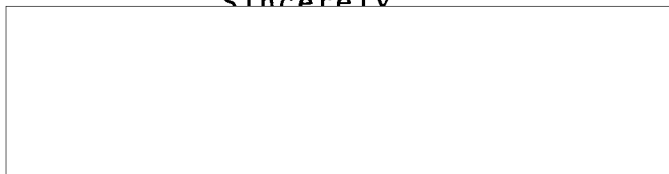
Your letter has been referred to our office as having a possible interest in making your products and/or services available to us. In order to be placed on our Bidders Mailing List, we would appreciate your completing and returning the enclosed Solicitation Mailing List Application and Certificate Pertaining to Foreign Interests (TO BE COMPLETED BY THE PARENT COMPANY), along with your descriptive literature to the address below:

Procurement Management Staff  
Office of Logistics  
Central Intelligence Agency  
Washington, D.C. 20505

Upon receipt of your completed forms and brochures, Procurement Management Staff will route your material to components within this Agency who may have an interest in your capabilities. If a need or a requirement exists, the interested component will contact you directly.

Thank you for making your products and/or services known to the Central Intelligence Agency.

Sincerely



Procurement Management Staff  
Office of Logistics

STAT

Enclosures

DD/A REGISTRY  
FILE: 45-1

1065-20

DDA-2170X-88

ROUTING AND TRANSMITTAL SLIP		Date
		13 OCT 88
TO: (Name, office symbol, room number, building, Agency/Post)		Initials Date
1. CHIEF, PMS/OL, 2B07 PAGE		20 OCT 1988
2.		
3.		
4.		
5.		
Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

**REMARKS**

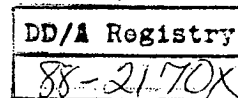
#1 - FOR ACTION: PLEASE RESPOND DIRECT

WITH DROP COPY TO DDA.

SUSPENSE: 28 OCTOBER 1988

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

	Room No.—Bldg	STAT
	Phone No.	
U.S. Government Printing Office: 1987-181-246/80000 Prescribed by GSA FPMR (41 CFR) 101-11.206		



September 30, 1988

Mr. L. M. Huffstutler  
Central Intelligence Agency  
Langley, VA

Dear Mr. Huffstutler:

Our letter is directed to you for the simple fact that your employees will most probably be intimidated by the implementation of this product.

DANYL Corporation sells Expense Management Systems which eliminate the temptation of employees abusing the phone system, copy machines, postage, laser printer and facsimile machine.

Certainly your company is not alone in the attempt to control these costs. But, it is a fact that if employees are aware that they are being monitored, they will be less likely to:

- \* Make all those long distance calls to relatives during their lunch hour
- \* Photocopy the church bulletins on Saturday
- \* Send all their wedding invitations or Christmas cards through the postage meter

The intention of the system is to control costs, centralize billing, eliminate abuse/misuse, and allow for accurate budgeting information at the push of a button.

Also of interest, the DANYL system can collect, through a PC, all the above data from remote sites, further controlling office equipment and expenses. In other words, you are able to control local expenses as well as the expenses of your Atlanta, New York, Los Angeles offices instantly. This is feature your accounting department will find boasts tremendous hourly labor savings.

983

Central Intelligence Agency  
September 30, 1988  
Page -2-

We have been successful in placing these systems in large organizations such as government agencies, and legal institutions, such as yours, with three things in common:

- \* A large number of employees
- \* Multiple locations
- \* A desperate need to centralize as efficiently as possible

We hope you can see the possibilities of this system as a controlling mechanism as well as a tremendous management tool.

I would very much like to spend some time with you to discuss the implementation of such a system, as it is a product that will pay for itself within a very short period of time.

Let's plan on speaking in October, if your schedule permits.

Cordially,



Megan O'Shea  
DANYL Corporation  
(202) 223-7215

Enclosure

MO:klb(WP-50-9.02-011)